

JANUARY 2024



NORTH TEXAS BUSINESS ALLIANCE

NEWSLETTER

**NEW YEAR, NEW BEGINNINGS,
ENDLESS POSSIBILITIES**



@THENTBA

NTBA PLUS APP!

**SCAN
ME**



CONTACT THE OFFICE  **(972) 242 - 0100**  **INFO@THENTBA.COM**

PREFERRED VENDOR LIST

VENDOR	CONTACT	PHONE	EMAIL
Air Up Vending	Robert Upton	(888) 272-5980	sales@airupvending.com
Amazon Lockers	Jordan Smith	(972) 242-0100	jordongs@amazon.com
Anheuser-Busch	Douglas, Lauren	(270) 860-8771	Lauren.Douglas@anheuser-busch.com
ATM Link Inc	Minhas Vellani	(281) 568-4443	sales@atm-link.com
Bajaria Law	Favad Bajaria	(214) 888-3070	favadbajaria@bajarialaw.com
Bang – Owned by Monster 9/1/2023	Dominic Pedri	(917) 455-4856	Dominic.Pedri@Monsterenergy.com
BARCELS	David Detherow	(702) 578-8654	david.detherow@grupobimbo.com
Ben E. Keith Beverages	Kevin Jackson	(214) 837-3951	KevinJackson@benekeith.com
BIMBO PASTRIES	Jesse Apolinar	(210) 488-3544	jesse.apolinar@grupobimbo.com
Biolyte	Griffin Nichols	(978) 660-5147	griffin.nichols@drinkbiolyte.com
BIOSTEEL	Ryan Latham	(469) 274-0844	ryan.latham@biosteel.com
Black Rifle Coffee	Josh Gallagher	(801) 718-6183	Joshua.Gallagher@blackriflecoffee.com
C Store Pro / PDI	Prasla, Alvin	(281) 207-3106	APrasla@pdisoftware.com
Campbell del by Yumi	Richard Araujo	(469) 389-9921	richard_araujo@campbellussales.com
Celsius	Erich Kleeman	(830) 456-1738	ekleeman@celsius.com
Coca-Cola	Tim Sullivan	(214) 864-2039	timothy.sullivan@cocacolaswb.com
CoinFlip	Kendal K. Brice	(312) 931-0824	kbrice@coinflip.tech
Community Coffee	Brad Kimberling	(972) 754-1555	bkimberling@communitycoffee.com
CONGO Brands	Megan Dimas	(210) 324-3519	MDIMAS@CongoBrands.com
Crompco	Garrett Brodie	(610) 276-5977	garrett.brodie@crompco.com
Dippin' Dots	Matthew Stark	(615) 584-9477	matsta@dippindots.com
Dr Pepper	Ron Anello	(972) 505-5077	Ron.Anello@kdrp.com
Dyna Distributing	Brian Johnson	(214) 709-7917	Admin@dynadistribution.com
Electrolit	Christopher Lyon	(972) 978-3379	Clyon@electrolitusa.com
Essentia	Reg Willis	(214) 289-6211	reg.willis@us.nestle.com
Eternal Water	Robert L. Young, Jr.	(972) 333-1641	ryoung@eternalwater.com
Evamor Water	Paul Amore	(504) 915-3601	pamore@evamor.com
Farmer Bros Coffee	Philip Carroll	(737) 276-9236	Philip.Carroll@farmerbros.com
FDR SERVICES	Operations	(979) 778-0333	operations@fdrservices.com
Felonious Assault Ins	Darrell Breeden	(512) 567-9797	darrell@breedenbenefitgroup.co
FIFCO	Cedric Smith	(314) 808-4809	Cedric.Smith@Fifco.com
Fiji	Jim Ruesy	(817) 564-5469	Jim.Ruesy@fijiwater.com
Frito Lay	Matt Custred	(817) 913-3348	mathew.custred@pepsico.com
Gatorade	Bobby Pickens	(469) 766-9562	Bobby.Pickens@pepsico.com
Ghost Energy	Jennifer Ray	(817) 614-1205	jennifer.ray2@anheuser-busch.com
Grocery Supply Co.	Larry Lane	(214) 850-6437	llane@grocerysupply.com
Harmon Fire Extinguisher Service Co.	Damon Harmon	(972) 785-1220	d.harmon@verizon.net
IMM	Casey Grovier	(214) 497-5724	CaseyG@immlatino.com
J & S Testing	Eddie Jones	(817) 237-1899	jstest@earthlink.net
LABRADA	Jason Smith	(800) 832-9946	jasons@labrada.com
Life Insurance	Darrell Breeden	(512) 636-3950	darrell@breedenbenefitgroup.co
Liquid Death Mountain Water	Michelle Gange	(707) 321-9923	michelle@liquiddeath.com
Mighty Flame Propane	Jonah	(877) 438-6444	jonah@JETGAS.COM
Modisoft	Saleem	(866) 216-8707	saleem@modisoft.com
Molson Coors	Mark Messina	(713) 306-0739	Mark.Messina@molsoncoors.com
Monster	Dominic Pedri	(917) 455-4856	Dominic.Pedri@Monsterenergy.com
Mother Parkers	Mike Jenkins	(817) 682-1182	mjenkins@mother-parkers.com
National Bitcoin ATM	Kendall Jasco	(949) 329-2845	kendall@nationalbitcoin.com
Nelson Bulk Propane (no Bottles)	Colton Wilson	(903) 874-5641	cwilson@nelsonpropane.com
Nesquik	Reg Willis	(214) 289-6211	reg.willis@us.nestle.com
NOVAMEX	Alejandra Cadek	(915) 594-1618	Alejandra.Cadek@novamex.com
NUTRABOLT - C4 Energy	Larry Anderson	(817) 727-0472	landerson@nutrabort.com

PREFERRED VENDOR LIST

VENDOR	CONTACT	PHONE	EMAIL
Pepsi	Bobby Pickens	(469) 766-9562	Bobby.Pickens@pepsico.com
Rambler Sparkling Water	Pete Popovich	(757) 880-2149	pete@strategycpg.com
Red Bull	Craig Baker	(678) 427-6652	craig.baker@redbull.com
Reddy Ice	Customer Service	(972) 296-4271	customerservice@reddyice.com
Republic National Distributing Company	Jay Hulshouser	(214) 538-1215	Jay.hulshouser@rndc-USA.com
Ryse UP Sports Nutrition	Jennifer Walker	(239) 471-9314	jennifer@rysesupps.com
Savia Aloa	Pete Popovich	(757) 880-2149	pete@strategycpg.com
TAS Environmental Services	Wesley Justus	(214) 970-9625	wjustus@taslp.com
TechMark	Casey Huberty	(612) 746-5095	chuberty@loyaltymarketing.com
Uptime Energy	Vincent Palmieri	(661) 210-9787	vpalmieri@uptimeenergy.com
Waiakea Water	Pete Popovich	(757) 880-2149	pete@strategycpg.com
Wonderful Pistachio	Jim Ruesy	(817) 564-5469	Jim.Ruesy@fijiwater.com
World Pay CC Processing	Ilene Howard	(513) 680-6750	ilene.howard@fisglobal.com
Yumi Ice Cream	Darrell Roberts	(214) 630-2300	Darrell.Roberts@yumiicecream.com
Zen Water	Jennifer Booze	(312) 532-4286	jenniferbooze@zenwtr.com

NTBA CONTACT INFORMATION

Name	Title	Phone	Email
JAIME MCCLAIN	Member Relations Supervisor	(817) 789-0995	jmccaine@thentba.com
GERALD MCGLAUN	Member Relations Manager	(469) 516-9084	gmcclaun@thentba.com
JOE PARAMO	Member Relations Manager	(214) 769-0392	jparamo@thentba.com
JEFF WILLIS	Member Relations Manager	(469) 873-2357	jwillis@thentba.com

Customer Service Visits

- Your MRM will ask about current promotions, the stores' relationship with the vendors, if there are any opportunities that needs NTBA assistance, and contact vendors while at the store to expedite a resolution to any issues that might exist.
- The NTBA Member Relations Manager will survey the store (inside, outside, signage frames, cold vault, displays etc.) and give direction when required on proper POS placement and installation. In order to provide you with the best customer service, the NTBA Member Relations Manager will also take pictures for record keeping and referral.
- The NTBA Member Relations Manager will always identify opportunities and bring those to the attention of store personnel as a friendly observation. (ex. If the coolers are frozen up, the notification will be made so the store can take necessary actions and prevent the compressors from failing)
- The NTBA Member Relations Manager will visit stores for proactive and reactive calls for various reasons.



*Your **Member Relations Manager** is there to help you identify opportunities that can lead to increased profitability and efficiency improvement in your stores.*



\$500



December High Performers

W I

Fuel Max 41
Fairfield Texas

N

Paradise Quick Stop #2
Lewisville, Texas

N

E

R

S

!



THANK YOU FOR BEE'ing high performing!



Eternal Water Display Incentive Winner



SEAGOVILLE FOOD MART #6 - 1st place tickets and parking pass to Eagles game and \$100 gift card

ROADSTER #26 - 2nd place - \$100 gift Card

SHELL FOOD MART - 3rd place - \$50 gift card



Monster Xbox Call Of Duty Incentive Winner Xbox and Monster Swag



**Winner: 730 South Kwik
Stop in Azle, TX**

WARNING: This product contains nicotine. Nicotine is an addictive chemical.

UNLEASH YOUR FLAVOR

2/\$3

Other valid from 1/1/2024 to 1/31/2024



NTBA SPECIAL

open happiness™

16oz cans

2/\$3.75

Other valid from 1/1/2024 to 1/31/2024



NTBA SPECIAL

PUT GOOD IN. GET GOOD OUT.

Minute Maid 100% ORANGE JUICE 100% APPLE JUICE

All 12oz flavors of Minute Maid

2 for \$5

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

2 FOR \$4

20oz Bottles

Plus tax and deposit where applicable. Offer valid from 1/1/2024 to 1/31/2024



NTBA SPECIAL

RED BULL GIVES YOU WIIINGS.

2 for \$5 2 for \$6.19

All Varieties: 8.4oz Singles All Varieties: 12oz Singles

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

all 18oz flavors

2 for \$5.00

or one at regular retail.



NTBA SPECIAL

water the way nature intended.

1-liter bottles

2/\$5

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

FOR THE HUSTLE

ALL 16oz FLAVORS OF ROCKSTAR

2/\$3.75

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

same delicious snapple. new better bottle.

2/\$3.50

All 16oz bottles of Snapple

Other valid from 1/1/2024 to 1/31/2024



NTBA SPECIAL

16.9oz flavors

2/\$4.50

Other valid from 1/1/2024 to 1/31/2024

or one at regular retail.



NTBA SPECIAL

smart water

uncap unconventional taste

2/\$6

1 liter bottles

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

IT'S GOT TO BE GOLD

smart water

alkaline

1-liter bottles

2 for \$6.00

or one at regular retail.

NTBA SPECIAL

TRY SOMETHING REAL.

2/\$5

ALL 18.5oz BOTTLES OF GOLD PEAK

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

Static Clings

EXPLODE WITH FLAVOR

2/\$7 2/\$6

Includes all flavors of \$4.79 Lay's Includes all flavors of \$3.99 Doritos

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

EXPLODE WITH FLAVOR

2/\$7 2/\$6

Includes all flavors of \$4.79 Lay's Includes all flavors of \$3.99 Doritos

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

ENERGIZE YOUR DAY!

2/\$5

All 16oz & 15.5oz Cans of Monster Energy, Reign Total Body Fuel, NOS High Performance Energy Drink & Full Throttle Energy Drink.

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

RED BULL GIVES YOU WIIINGS.

2 for \$6.19

All Red Bull 12oz Singles

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

2-LITER BOTTLES

THE ONE YOU CRAVE

2-LITER BOTTLES

2/\$4.50

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

2-LITER BOTTLES

2/\$4.50

Other valid from 1/1/2024 to 1/31/2024

NTBA SPECIAL

Posters

Shelf Talker

living smart everyday




2 for \$6.00

1-liter bottles

or one at regular retail.

NTBA
North Texas Business Alliance Co-op.

January Promotions

RETAILER	ITEM	CASE COUNT	INVOICE COST	NTBA REBATE (If Applicable)	FINAL COST	RETAIL	*2 FOR MARGIN	* Single SRP	REMINDERS		
	Smart Water 1 liter	12	\$20.76	\$0.00	\$20.76	2/\$6.00	42.3%	\$3.69: 53.1%	<i>* Margins and cost are before any vendor rebates</i>		
	16oz CSD Cans	24	\$26.16	\$0.00	\$26.16	2/\$3.75	41.9%	\$2.09: 47.9%			
	12oz Minite Maid Juice	24	\$35.52	\$0.00	\$35.52	2/\$5.00	40.8%	\$2.89: 48.8%			
	18.5oz Gold Peak Tea	12	\$17.76	\$0.00	\$17.76	2/\$5.00	40.8%	\$2.89: 48.8%			
20oz CSD (24 case) Don't forget that there is an incremental \$3.32 NTBA rebate per case everyday. 16.9oz Dasani Case - every day cost (1ct case) Invoice Cost \$4.20 Available remainder of the year; Suggested Retail \$5.99											
	20 oz CSD	24	\$32.00	\$4.60	\$27.40	2/\$4.00	43.00%	\$2.59: 56.0%	<i>* Margins and cost are before any vendor rebates. Texas and Oklahoma Stores</i>		
	1 Liter Brisk	15	\$14.63	\$1.00	\$13.63	2/\$3	39.30%	\$1.99: 54.3%			
	16oz Rockstar (all flavors)	12	\$14.05	\$0	\$14.05	2/\$3.75	37.60%	\$2.99: 60.9%			
	2 Liter	8	\$13.90	\$0	\$13.90	2/\$4.50	22.70%	\$3.29: 47.1%	<i>* Margins and cost are before any vendor rebates. "Dr Pepper" brand products that are delivered by Coca-Cola or Pepsi in certain markets will follow the Coca-Cola or Pepsi ad calendar and pricing in those markets. Our contract is with KDP in Texas and KDP 7UP in Oklahoma. We currently do not have a program with Tyler Beverage and El Reno DP/7UP.</i>		
	<i>Texas and Oklahoma stores where DP brands are sold from the DP Truck / DP Markets - (serviced by KDP)</i>										
	2 Liter 7up/Flavors / No DP Branded SKUs	8	\$13.90	\$0	\$13.90	2/\$4.50	22.70%	\$3.29: 47.1%			
	<i>Texas and Oklahoma stores where only 7up and flavors (NO DP brands) are sold from 7UP Truck / 7up Markets - (serviced by KDP 7up)</i>										
	Evian 1 Liter	12	\$17.80	\$0	\$17.80	2/\$5.00	40.60%	\$3.09: 52.1%			
Snapple 16oz	12	\$12.75	\$0	\$12.75	2/\$3.50	39%	\$2.19: 51.6%				
Vita Coco Cans	12	\$16.50	\$0	\$16.50	2/\$4.50	38.90%	\$3.39: 59.3%				
	Monster 16oz, 15.5 oz	24	\$38.39	\$0	\$38.39	2/\$5	36%	\$3.29: 51.4%	<i>* Margins and cost are before any vendor rebates. Texas and Oklahoma Stores</i>		
	<i>Texas and Oklahoma Stores; Includes NOS and Full Throttle Brands</i>										
	Red Bull 8.4 oz	24	\$38.75	\$0	\$38.75	2/\$5.00	35.40%	\$2.99: 45.8%	<i>* Margins are before rebate. Must have a secondary piece of equipment (cooler or display qualify) and maintain vault space to qualify for maximum rebates.</i>		
	Red Bull 12 oz	24	\$51.54	\$0	\$51.54	2/\$6.19	30.53%	\$3.99: 45.9%			
<i>Texas and Oklahoma stores</i>											
	4.79 size Lays	each	\$2.93	\$0	\$2.93	2/\$7.00	16.3%	\$4.79: 38.8%	<i>* Margins and cost are before any vendor rebates</i>		
	3.69 size Dinamitas	each	\$2.41	\$0	\$2.41	2/\$6.00	19.6%	\$3.69: 34.7%			

** Margins and cost are before any vendor rebates. Texas and Oklahoma Stores*

The following is a paid advertisement

Republic National Distributing Company



January Promotions (Texas Only)

HAPPY DAD Texas Edition Variety Pack 1/1 – 1/31

Everyday price- \$18.00 each

January price \$13.25 --> \$4.75 savings per unit



LOS CABOS RTD 187mL LONG ILND,MARG,STRAW,MANGO,WTRMELON-

1/1 – 1/31 Everyday price- \$1.40

January price \$0.74 --> \$0.66 savings per unit

SUTTER HOME 4PKS BACK ON DEAL 1/1 – 1/31

Everyday price- \$7.49

January price \$4.89 --> \$2.60 savings per unit



RANCHO LA GLORIA SKINNY LOW CAL MARGARITAS LIME & STRWBRY-

1/1 – 1/31

Everyday price- \$9.74

January price \$6.75 --> \$2.99 savings per unit



FITVINE WINES LOW CAL CAB,CHARD,PINOT GRIG,PINOT NOIR,ROSE-

1/1 – 1/31

Everyday price- \$12.50

January price \$10.75 --> \$1.75 savings per unit



If you have any further **questions**, you can also reach:

Jay Hulhouser

Republic National Distributing Company

1010 Isuzu Pkwy., Grand Prairie, TX 75050

214-538-1215

Jay.hulshouser@rncd-usa.com





GROCERY SUPPLY COMPANY

Impacting Lives Through Exceptional Service



PLANTERS DRY ROASTED PEANUTS

12 PK / 6 OZ / \$14.51

GSC ITEM ID #702779 | BOLD SAVORY
GSC ITEM ID #702746 | BIG CR BLCK PEP
GSC ITEM ID #702761 | BIG SWEET & SPICY



HARDTIMES BF JRKY



12 PK / 2.25 OZ / \$52.34

GSC ITEM ID #760389 | SWEET HEAT
GSC ITEM ID #727263 | HOT
GSC ITEM ID #727271 | ORIGINAL
GSC ITEM ID #727248 | TERIYAKI
GSC ITEM ID #727297 | PEPPER

6 PK / 4 OZ / \$45.02

GSC ITEM ID #727198 | HOT
GSC ITEM ID #727180 | ORIGINAL
GSC ITEM ID #727206 | PEPPER



5 - HOUR ENERGY

12 PK / 1.93 OZ | \$23.12

GSC ITEM ID #755215
ES TIDAL TWIST

CLASSIC CRAFTED CAT MEALS

1 PK / 3.5 OZ / \$0.74

GSC ITEM ID #753814 | CHICKEN
GSC ITEM ID #753756 | LIVER
GSC ITEM ID #753772 | SALMON
GSC ITEM ID #753764 | SEAFOOD



HU

6 PK / 2.1 OZ | \$20.28

GSC ITEM ID #760439 | HAZELNUT BTR DRK CHOC BAR
GSC ITEM ID #760454 | HAZELNUT BTR MLK CHOC BAR
GSC ITEM ID #760777 | SALTY DARK CHOC BAR
GSC ITEM ID #760470 | SIMPLE MILK CHOC BAR



Contact your GSC Representative for an exciting new NTBA Customer Program and for more product information from GSC:

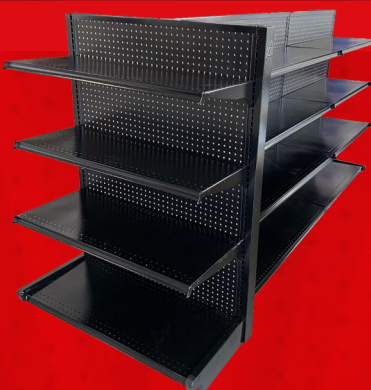
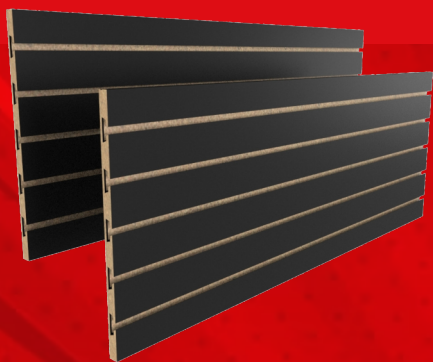
Michelle Long - Dallas, TX | 214-533-6765 | mlong@grocerysupply.com
Herman Cortez - Ft. Worth, TX | 214-223-7178 | hcortez@grocerysupply.com
Mike Reaves - Waco, TX | 817-366-0733 | reaves@grocerysupply.com
Rob Willie - Oklahoma | 405-826-0368 | rwillie@grocerysupply.com
Margrett Wright - Northeast Texas | 214-693-3645 | mwright@grocerysupply.com
Kevin Craig - East Texas | 903-262-7373 | kcraig@grocerysupply.com

GSC offers \$100 potential signing bonus for new customers!

To sign up for weekly MARKETPULSE, send your email address to SALES@GrocerySupply.com

CUSTOM COUNTER | KITCHEN RENOVATION | BRAND NEW CONSTRUCTION

The following
is a paid
advertisement



CIGARETTE
Rack



FOR SUPERMARKET, SMOKE SHOP, GAS STATION,
LIQUOR STORE & RETAIL STORE

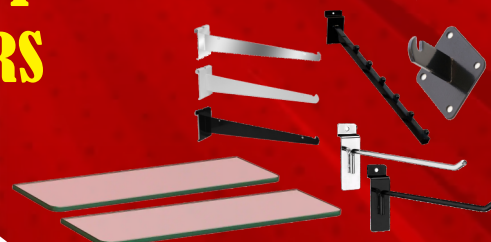
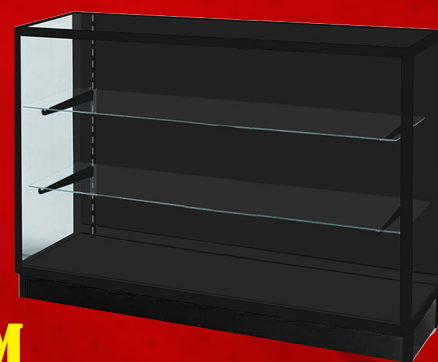


HUMIDOR

GONDOLA SHELVING | SLATWALL | RACKS | GRIDWALL | DISPLAY TABLE | DISPLAY CASES & COUNTER



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COOLERS**



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High approval rate as the loan amount is calculated based on your gross revenue as opposed to net income, which allows more business owners to qualify.

PRE-QUALIFICATION REQUIREMENTS: 2 Years Business Tax Returns & 700 FICO Score

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- Expedited processing
- No collateral required
- No prepayment penalty
- Less documentation to pre-qualify

Buy a Business 10% Down Payment

- Business Goodwill loans
- Real Estate purchase loans
- Partner buy out loans (\$0 down in most cases)
- Refinance - 100% loan balance
- Construction/Remodeling loans
- Franchise financing
- Any other business finance needs



TheSBALoanExperts.com
info@TheSBALoanExperts.com
1-844-SBA-4-BIZ
817-786-3338



The following is a paid advertisement

**Aga Khan Economic
Planning Board for
Central US**

Financial Resources for Jamati Members



Contact ACCESS at
1-844-552-2237

Credit and Debt Services



**Debt is Real, but it Isn't
Forever.
Request a private
& confidential
consultation.**

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Multi-Generational Wealth Management Protection



**Request a 1 on 1
consultation with an
Internal SME.**

<https://bit.ly/requestMWMP>



All Other Financial Services Assistance



**There are many
benefits of working
with a financial advisor.**

<https://bit.ly/fSrequest1>





**6142 Campbell Road
 Dallas, Texas 75248
 Phone: 972.242.0100
 Fax: 972.242.0075**

Email: info@thentba.com



Contact CAB

For cost-free, confidential, and compassionate dispute resolution services to assist with matrimonial, commercial, or family conflicts, please contact your Regional CAB Chairperson by calling 1-855-US-CAB-63 (1-855-872-2263) or email us at ncabusa@gmail.com.

Contact ACCESS

Jamati Members can reach ACCESS volunteers and SSN professional case managers 24 hours a day, 7 days a week electronically through a [service request form](#) or by calling 1-844-55-ACCESS (1-844-552-2237). All inquiries are confidential.

FOCUS USA

Are you prepared for a severe weather event or natural disaster? Visit [FOCUS USA](#) or call 1-877-FOCUS-59 (1-877-362-8759) for additional support.

Disclaimer:

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NTBA is committed to protecting your privacy and asks you to perform your due diligence prior to conducting business with any vendor. Also, please note that NTBA does not provide any legal counseling or representation. Any information provided is strictly informational and does not constitute legal advice.

Quarterly Rebate Payment Timing	
Quarter 1 January 1 - March 31 July 29 - Latest Expected Date for Q1 Rebate Check	Quarter 3 July 1 - September 30 January 28 - Latest Expected Date for Q3 Rebate Check
Quarter 2 April 1 - June 30 October 28 - Latest Expected Date for Q2 Rebate Check	Quarter 4 October 1 - December 31 April 30 - Latest Expected Date for Q1 Rebate Check